

## US EXECUTIVE APPROVAL FORM

**CUSTOMER NAME:** Readers Digest

**PARTNER/VAD NAME:**

### SECTION I - Approval Requests:

#### HQAPP Requests:

1. Addition of Language to address that the License Definition and Rules are associated only with the items in Section A of the Ordering Document

2. Amend the Definition of Person in the License Definitions per the approval from Joel Summers that is copied in the attached email..

#### Standard

Person: is defined as your employee or contractor who is actively working on behalf of your organization or a former employee who has one or more benefit plans managed by the system or continues to be paid through the system. For Time and Labor, a person is defined as an employee or contractor whose time or labor (piece work) or absences are managed by the system. For Project Resource Management, a person is defined as an individual who is scheduled on a project. The total number of licenses needed is to be based on the peak number of part-time and full-time people whose records are recorded in the system.

Proposed Language as approved by Joel Summers:

Person: is defined as your employee or contractor who is actively working on behalf of your organization and continues to be paid through the system

Justification: Readers Digest has no former employees with on going benefits such as Cobra.

3. Amend Ordering Document Page 3 section C1, second sentence, Customer Reference, to insert "for so long as customer continues to utilize the software" after "promotional activities". To read as follows:

In addition Customer agrees to become part of Oracle's reference program by working with a per from Oracle Marketing to develop a customer profile for use on Oracle.com and for other promotional activities **for so long as customer continues to utilize the software** at Oracle's discretion.

#### TIER 1 Requests:

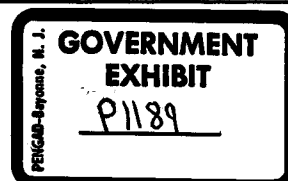
1. Remove minimum purchase of \$50,000 for Price Holds – Customer is not willing to agree to any stated minimum.

#### Previously approved requests (5/21/03l):

1. Discount 64% (extra 4% to cover free financing)
2. Price Hold for 3 year of 60% with \$50,000 Minimum Purchase for items on Order Form
3. Support held flat for 3 years

### SECTION II – Deal Summary:

Deal Summary	
Programs	Enterprise Edition, Partitioning, iAS, Developer, Discoverer, Financials, HR, Self Service HR, Advanced Benefits, HR Intelligence, Training Admin
License Discount	64 (ebiz + 39) Deal at 60%, 4 points additional to cover financing



Support Discount	64 (ebiz + 39)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	3 year flat
Price Holds	Price Hold for 3 year of 60% with \$50,000 Minimum Purchase for items on Order Form
List License	\$1,331,475
List Support	\$292,924
List Comp & Admin	
Net License	\$479,331
Net Support	\$105,452
Net Comp & Admin	
Net Total Price	\$584,783
Price List Used	March 24

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

**SECTION III – Justification:**

Peoplesoft Replacement for HR. Readers Digest is an Oracle Financial and ERP customer with Peoplesoft HR. This was a very competitive situation and we were able to uproot Peoplesoft.

This opportunity started as a psft HR replacement and the tech team was able to upsell considerably on the Tech side. Although the apps oppty on this is relatively small, Reader's is a current psft HR customer , so the deal is also strategic to the East Apps team.

Seeking approval for 64% worst case discount - deal will be done at 60% and financed. Requires 4 additional pts to cover funding.

**Recommendation:** approve

**Submitted By:** *Cochran, Block*

R: 5.23.2003

C: 5.23.2003

L: 5.23.2003

A: 5.23.2003

BP: ra